

Welcome to GSA Fleet's Desktop Workshop



Audio: Everyone is automatically muted. Listen via your computer audio if possible.



Presentation & Certificate: You can download a copy of the presentation at <https://www.gsa.gov/gsa-fleet-training>

Additionally, a copy of the presentation along with a certificate will be emailed after the session.



Questions: Use the Q&A window to ask questions at any time. You may get a typed response or it may be answered aloud at the end of the presentation.



Recorded: The session will be recorded.

Recordings of GSA Fleet Desktop Workshops are available at: <http://bit.ly/DtWRecordings>

Desktop Workshop

FY23 Vehicle Offerings & EVs

You can download a copy of this presentation at: <https://www.gsa.gov/gsa-fleet-training>

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October 20, 2023

Agenda

- Award Highlights
- FY23 Offerings
- GSA's Infrastructure Solutions
- Takeaways
- Questions

CAM Key Dates

Date	Critical Event
10/20/2022	Customer Acquisition cycle (CAM) Launch
10/25/2022	FSR Recommendations due to local customers
11/09/2022	Local customer vehicle selections due to Mid-level
11/30/2022	Mid-level approved selections due to HQ
12/14/2022	HQ approvals due - End of CAM cycle

Training Schedule

Date	Session
10/20/2022	Desktop Workshop - FY23 Vehicle Offerings & EVs
10/26/2022	Brief Presentation on Offerings at Quarterly OGP FEDFLEET Meeting

FY23 Expectations

- **Uncertainty of vehicle production moving forward**
 - Supply and production challenges will continue
 - Allocations will remain low across all vehicle types
 - Delivery times likely to remain very long
- **Expedited CAM Cycle**
 - Agencies received eligible tag lists to evaluate prior to CAM launch
 - CAM launch date earlier than in prior years
 - Each CAM review level shortened by 1-2 weeks
 - Decrease number of “Do Not Replace” selections in CAM

FY23 Planning

- **Deadline Adherence**
 - Deadlines and due dates will be **critical** to meet
 - CAM auto-forward feature may be utilized as deadlines pass
 - Vehicle orders will be placed as soon as possible
- **Communication is key!**
 - Maintain frequent communication with local customers
 - Identify first and second replacement vehicle choices
 - Be proactive and flexible

Adhere to Deadlines

Adhering to CAM deadlines is critical to a successful acquisition cycle for everyone:

- Helps the government avoid price increases
- Ensures you receive your replacement vehicles earlier
- Allows GSA Fleet to refresh your fleet expeditiously
- Avoids manufacturer models close-outs which may require changes to vehicle type selected, option revisions due to shifting option availability, color selection revisions, and increased cost

How GSA Will Ensure CAM Deadlines Are Upheld

Utilize the CAM Auto-Forward feature

- CAM selections that miss established deadlines will be auto-forwarded to the next level by GSA Fleet HQ
- CAM auto-forward will be utilized after each deadline passes
- Customers will receive advance notice of upcoming deadlines and notification after the push
- Drive-thru statuses will identify which selections were auto-forwarded

GSA Fleet Drive-thru CAM Status

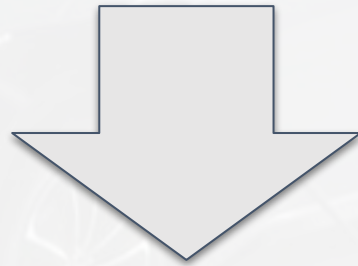
- Reviewers please note vehicle selections with the following statuses:
 - GSA Auto Forward, Local to FSR
 - GSA Auto Forward, Mid to HQ
 - GSA Auto Forward, HQ to FSR
- Selections can be rejected back to the previous level for changes if needed and can flow back through approval hierarchy
- **Important Note: Customer Guidance/CAM HQ Approval**
 - Light Vehicles ONLY (Non-Specialty/Non-LE) - if a replacement vehicle selection is HQ approved in CAM but conflicts with agency guidance, GSA Fleet will proceed with ordering the vehicle as approved in CAM

Additional Vehicle Requests

- Funding for additional vehicle requests
 - Reviewed and funded at regular intervals throughout the fiscal year
- Evaluation of additional vehicle requests submitted to replace agency-owned vehicles
 - Consider consolidating the vehicles into GSA leases
 - If not, requests will be held and evaluated at the end of the year
 - Subject to availability of funds after all other requirements are fulfilled
 - **Consolidations take funding priority!**
- Turn-ins will be used to fill additional requests

State of the Market & How it Affects GSA & Federal Fleets

- Supply chain issues are improving BUT still, not enough cars being built
- Production capacity cannot meet demand, especially for ZEVs
- Even as wholesale prices fall, automakers can still charge higher prices (inelastic demand)
- Sales are more profitable in retail sector



Limited Availability | Longer Lead Times | Delivery Delays | Higher Pricing

Buy America

Do the vehicles GSA offers meet Buy American?

- **GSA Complies!**
- Due to the value of our contracts, Buy American Act is waived and the Trade Agreements Act applies, requiring eligible products from other countries to be considered
- Contracts are awarded using full and open competition ensuring a variety of products and cost savings

There is a push to ensure more products (to include vehicles & charging stations) have higher levels of American Components

- EO 14005 (1/25/21) called on FAR Council to consider proposing a rule which would amend the “component test” in FAR 25 & increase the numerical threshold for domestic content reqmts
- HR 7379 introduced in April, would require GSA to purchase only vehicles with high levels of domestic content
- FHWA is seeking comments on its proposal to remove EV chargers; and waive certain Buy America requirements under FHWA regulations and the Build America, Buy America Act, for materials in these products over a transitional period, reducing the scope of that waiver

GSA is responsible for meeting all laws to include BAA Laws and does so ensuring agencies can focus on selecting the right vehicles to meet mission needs!

FY2023 Vehicle Offering Highlights

- Late Openings & Early Closeouts
- Many items with Quantity Restrictions
- Limited Availability Across All Vehicles
 - GM, Ford, Stellantis US Fleet - Limited Availability until Mid-2023

How to Access GSA's ZEV Offerings

Leasing through Drive-thru (CAM)



- Automates and streamlines the replacement & additional vehicle request process
- Eliminates back and forth communication with agency HQ via spreadsheets and emails
- Ensures agency HQ approval is obtained prior to creating the additional vehicle request/vehicle requisition
- Allows for easier tracking of requests from initial request through request fulfillment

Purchasing through AutoChoice



- Customer facing portal for vehicle purchasing
- View contracts, specifications, equipment, pricing
- Assist with Best-Value determinations
- Permits various levels of user rights defined by Agency Fleet Managers
- Configure vehicles and choose optional equipment to calculate total price

FY23 Light/Med. Duty ZEV Offerings

(awarded to date)

Sedans



8E Nissan Leaf
*8E Chevy Bolt**
9E Tesla Model 3

Vans



*20P Chrysler Pacifica**
34E Ford e-Transit

SUVs



98E Hyundai Kona
*98E Chevy Bolt EUV**
*91/96E Ford Mach-E**
*98P Ford Escape PHEV**
99P Lincoln Corsair
*99P/112P Wrangler**



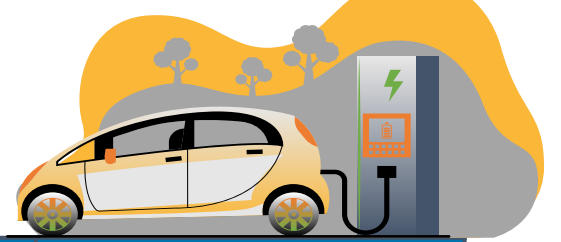
Pickups



*55E Ford F150 Lightning**
*57E Hummer**
57E Silverado

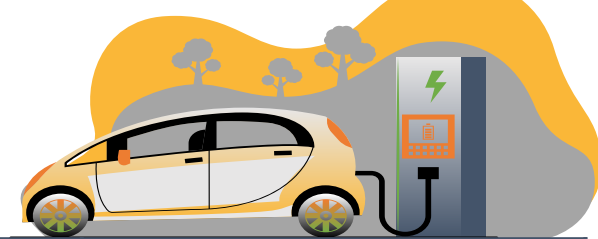
*Late Opening**

Light-Duty ZEVs



Vehicle Type	SIN	Model	Incremental	Availability/Quantity Restrictions	Shipment Days	Delivery Options
Subcompact Sedan (BEV)	8E	Nissan Leaf	\$7,966	No restrictions	270 Days	CNS
		Chevy Bolt	\$4,826	Late opening (Spring 2023)	180 Days	DDRA/H/P
Compact Sedan (BEV)	9E	Tesla Model 3	\$29,434	No restrictions	270 Days	CNS, CNSA/H/P DDRA, DDRH
Minivan (PHEV)	20P	Chrysler Pacifica	\$9,928	Qty Restrictions: 3,500	120 Days	CNS, CNSH, DDRA/G/H
Cargo Van (BEV)	34E	Ford e-Transit	\$10,090	Qty Restrictions: 1,000	180 Days	DDRA, DDRH
4X2 SUV (PHEV)	98P	Ford Escape	\$8,202	Late opening (Spring 2023)	285 Days	CNS, CNSH, DDRA/H
4X2 SUV (BEV)	98E	Kona	\$7,451	No restrictions	300 Days	CNS
		Bolt EUV	\$423	Late opening (Spring 2023)	180 days	DDRA, DDRH

Light-Duty ZEVs



<u>Vehicle Type</u>	<u>SIN</u>	<u>Model</u>	<u>Incremental Cost</u>	<u>Availability/Quantity Restrictions</u>	<u>Shipment Days</u>	<u>Delivery Options</u>
4X2 SUV (BEV)	91E	Mach-E	\$15,375	Late opening (Spring 2023)	240 Days	DDRA, DDRH
AWD SUV (BEV)	96E	Mach-E	\$18,961	Late opening (Spring 2023)	240 Days	DDRA, DDRH
		Tesla Model Y	\$45,833	No restrictions	270 Days	CNS, CNSA/H, DDRH, DDRP
4X4 SUV (PHEV) 	99P	Wrangler	\$34,584	Late Opening	90 Days	CNS, CNSH, DDRA/G
	99P	Ford Corsair	\$19,831	Late Opening	150 Days	CNSH, DDRA/G/H/P
	112P	Wrangler	\$2,615	Late Opening	90 Days	CNS, CNSH, DDRA/G/H
4X4 LD Crew Cab (BEV)	55E	F150 Lightning	\$4,194	Late Opening (Winter 2023)	240 Days	CNSH, DDRA, DDRH
4X4 MD Crew Cab (BEV)	57E	Hummer	\$65,060	Late Opening. Qty Restriction: 2	275 days	DDRA, DDRH
 4X4 LD Crew Cab (BEV)	57E	Silverado	\$28,205.17	Qty Restriction: 250	450 days	CONUS DDR only

Hybrid Electric Vehicles

Sedans and Pickups

<u>SIN</u>	<u>Model</u>	<u>Incremental</u>
8H	Elantra	\$4,345
9H	Sonata	\$4,806
9H	Camry	\$12,921
63H	Maverick	\$757
50H	F150	\$6,078
55H	F150	\$5,654



Elantra



Maverick

SUVs

<u>SIN</u>	<u>Model</u>	<u>Incremental</u>
98H	Escape HEV	\$413
99H	Escape HEV	\$641
99H	Tucson HEV	\$2,650
100H	Explorer HEV	\$13,076
100L	Explorer PI	\$1,513
105H	Explorer HEV	\$12,910

Red Text = Late Opening

= Not anticipated to be Low GHG

Low Greenhouse Gas Offerings*

Meets EISA Sect. 141

*anticipated

Sedans

Subcompact	8C Elantra, 8E Nissan Leaf & <i>Chevy Bolt</i> , 8H Elantra HEV
Compact	<i>9H Camry HEV</i> & Sonata HEV, 9E Model 3

Pickups

4X2	<i>63, 64 & 63H Maverick & Maverick HEV</i>
4X4	<i>55E Ford Lightning BEV</i>

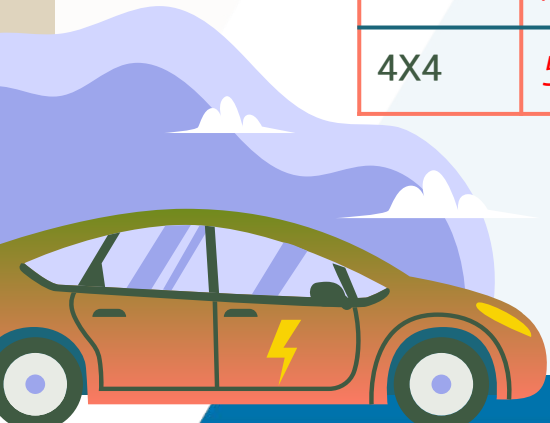
Vans

Passenger	<i>20P Pacifica PHEV</i>
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SUVs

4X2	91 Santa Fe & Terrain, 91E Mach-E, 98 Escape, Equinox & Terrain, 98A Kona, <i>98P Escape, 98H Escape HEV</i> , 98E Kona & <i>Bolt EUV, 100H Explorer</i>
4X4	99 Escape, 99A Kona & CX-30, <i>99H Escape & Tucson HEV, 99P Corsair, and 112P Wrangler</i>
AWD	99 Equinox, <i>96 Outback and Eclipse, 96E Mach-E</i> & Model Y

= Late openings or extreme qty restrictions



Sedans (non-ZEVs)

Minicompact 7: Nissan Versa

Subcompact 8C: Hyundai Elantra

Low
GHG!

Subcompact Hybrid 8H: Hyundai Elantra HEV

Low
GHG!

Subcompact 2-door 14: Chevrolet Camaro

Compact 9C: Nissan Altima, Hyundai Sonata

Midsize 10B: Nissan Maxima



Versa



Elantra/Elantra HEV



Altima

Sonata



Maxima



Camaro



SUVs (non-ZEVs)



91 Santa Fe



5A Rubicon

4X2 SUVs

4X4 SUVs



91 Murano



98/99 Tucson



100A/105A
Grand Cherokee



98A/99A Ko



100B/105B
Armada



112
Rubicon

→ **91** - Hyundai Santa Fe,
Nissan Murano

Low
GHG!

→ **98** - Hyundai Tucson

Low
GHG!

→ **98A** - Hyundai Kona

Low
GHG!

→ **100A** - Jeep Grand Cherokee

→ **100B** - Nissan Armada

→ **5A** - Jeep Rubicon

→ **96** - Hyundai Santa Fe,
Nissan Murano

→ **99** - Hyundai Tucson

→ **99A** - Hyundai Kona

Low
GHG!

→ **105A** - Jeep Grand Cherokee

→ **105B** - Nissan Armada

→ **112** - Jeep Rubicon

More SUVs coming on line Spring 2023

Minivans and Full-size Vans (non-ZEVs)

Minivans



20 Odyssey

- 20 - Honda Odyssey
 - Only 50 allocated
- No SIN 20B passenger vans available
- No SIN 30 cargo vans available

No Vans are
low GHG
except 20P



34 Sprinter

Full-size Vans

- Mercedes-Benz Sprinter Vans:
 - 22 - 12 passenger van
 - 24 - 15 passenger van
 - 32 - 8,000 lbs. GVWR cargo van
 - 34 - 9,201 lbs. GVWR cargo van

Open now
-Production
begins
April 2023

More full-size vans coming on line Spring 2023

Pickup Trucks (non-ZEVs)

4X2 Pickups

- ★ **41C** - Nissan Titan
- ★ **50** - Nissan Titan
- ★ **61C** - Nissan Frontier
- ★ **61E** - Nissan Frontier



50 Titan

4X4 Pickups

- ★ **46C** - Nissan Titan
- ★ **55** - Nissan Titan
- ★ **66C** - Nissan Frontier
- ★ **67E** - Nissan Frontier



67E Frontier

More full-size pickups coming on line Spring 2023

Law Enforcement Vehicles



Pursuit Rated

- **17** - Police Use Sedan: Dodge Charger
 - Only 1,000 allocated
- **100L** - Police Use SUV: Dodge Durango
 - Only 500 allocated
- SIN 55L may be available later
- Upfit option awards pending



Non-pursuit Rated

- Upfit option awards pending



Ambulances and Wheelchair Vans



212E

Ambulances:

- **210** - TYPE I-AD, CONV. CAB-CHASSIS, ADDITIONAL DUTY
- **211** - TYPE I, CONV. CAB CHASSIS W/ NARROW MODULAR BODY
- **212E** - TYPE II, VAN, INTEGRAL CAB-BODY, **BATTERY ELECTRIC**
- **212X** - TYPE II, VAN, INTEGRAL CAB-BODY, EXPORT
- **213** - TYPE III, CUTAWAY C&C W/ NARROW MODULAR BODY
- **215** - TYPE III AD, CUTAWAY CAB CHASSIS, ADDITIONAL DUTY
- **216** - AIR TRANSPORT, CONV. CAB CHASSIS W/ MODULAR BODY

Wheelchair Vans:



287H

- **281** - FULL-SIZE, 2 WHL CHR/REAR LIFT
- **282** - FULL-SIZE, 3 WHL CHR/CURBSIDE LIFT
- **284** - FULL-SIZE, 2 WHL CHR/REAR RAMP
- **286** - MINIVAN, REAR RAMP
- **287H** - MINIVAN, CURBSIDE RAMP, HYBRID

Buses

School, Adult, LD Shuttle, MD Shuttle

- Contract awards pending



D45CRTe LE



J4500e

Intercity Motorcoach

- **397E** - Battery Electric, 56 passenger: MCI J4500e
- **398E** - Battery Electric, 54 passenger, Low-entry: MCI D45CRTe LE

Heavy Duty Low Floor Transit Buses

- **377A** - 40 Foot, 34 Passenger, Low Floor Diesel: Gillig, Axess/AT&B
- **377B** - 40 Foot, 34 Passenger, Low Floor, CNG: Gillig, Axess/AT&B
- **377C** - 34 Passenger, Low Floor, Diesel-Electric Hybrid: Gillig
- **377D** - 40 Foot, 34 Passenger, Low Floor, Battery Electric: Gillig, BYD, Axess/AT&B, Proterra
- **377E** - 60 Foot, 46 Passenger, Low Floor, Battery Electric: BYD
- **377F** - 40 Foot, 34 Passenger, Low Floor, H2-Battery Electric: Axess/AT&B
- **377H** - 40 Foot, 34 Passenger, Low Floor, Battery Electric, Zion NP: Gillig, BYD, Axess/AT&B
- **377I** - 60 Foot, 46 Passenger, Low Floor, Battery Electric, Zion NP: BYD



377D Axes



377E BYD

Medium and Heavy Vehicles

Battery-Electric Medium and Heavy Trucks are available:

- Med&Heavy Stake Trucks
 - **531W** - 4x2 STAKE/FLATBED, BEV, CABOVER, 24 FT, 25K-26K LBS GVWR
 - **533W** - 4x2 STAKE/FLATBED, BEV, CABOVER, 24 FT, 33.000 LBS GVWR
- Med&Heavy Tractors
 - **624E** - 6X4 or 6x2 DAY CAB TRACTOR, BEV, 80,000-85,000 LBS GCWR
- Med&Heavy Vans
 - **571W** - 4x2 DRY VAN, BEV, CABOVER, 24-26 FEET, 25K-26K LBS GVWR
 - **573W** - 4X2 DRY VAN, BEV, CABOVER, 24-26 FEET, 33,000 LBS GVWR



571W

All other Medium and Heavy Vehicles are closed out until January 2023.

GSA's Charging Solutions

Infrastructure is a critical first step to successfully electrify the Federal Fleet

EVSE BPAs

EVSE Hardware, Software, Managed Charging, Solar, Portable Stations, Site Assessments, Consulting Services & More

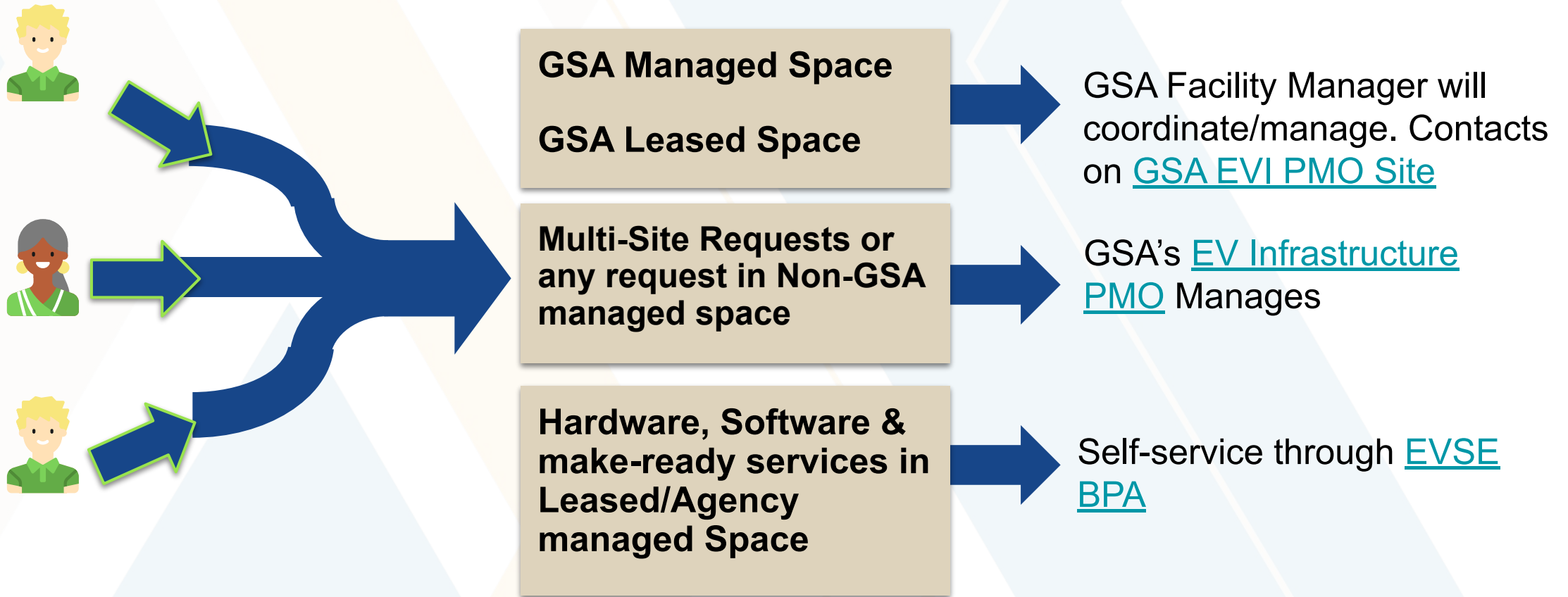
EVSE IDIQs

Construction, Design & Build, Feasibility Studies & Assessment, Repair & Alterations, Electrical Upgrades, Testing, Commissioning & Utility Coordination

Self-Service, Assisted Acquisition or Hybrid Offerings

gsa.gov/ElectrifyTheFleet

Helping Agencies with Infrastructure Using GSA's Solutions



Have a customer looking for installation? Have them submit a Work Request through [eRETA](#) today!

Ordering Path Options



GSA/PBS Awards & Manages

For buildings in or not in GSA's Building Portfolio:

Agency submits requirements & funding through eRETA



GSA/PBS Provides Contract Support

Agency submits requirements & funding through eRETA



Self-Service Design & Construction

Agency requests GSA Delegation of Procurement authority from GSA



Self-Service for EVSE BPAs

Agency views offerings & orders from BPA Holder

For buildings not in GSA's Building Portfolio:

gsa.gov/ElectrifyTheFleet

GSA's EVSE Blanket Purchase Agreements

16 BPAs awarded (9 are small business) | 60 Month Agreements | Over 30 EVSE brands and 1,165 line items | Hardware, Software, Site Assessments, Consulting, Managed Charging, CaaS Warranty, etc.

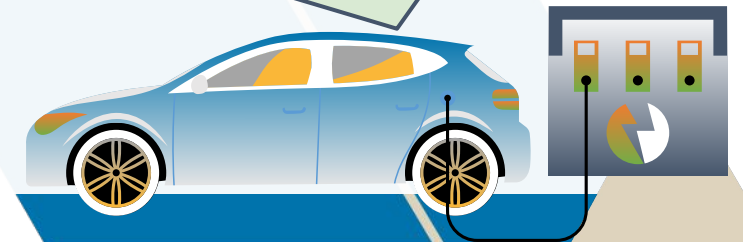
Benefit of BPAs:

- Streamlined contracting vehicle
- Pre-Competed
- Pricing discounts
- Includes additional requirements on top of MAS such as IT Security

Who can use the BPAs?

Anyone who can purchase or lease vehicles from GSA and GSA's Public Building Service Design and construction Contractors

gsa.gov/electrifythefleet



BPA Products and Services

Level 1 & Level 2 CLIN 001-002



Power Mgt & Networks CLINs 007-CLINs 008



DC Fast CLIN 003



Solar & Portable CLINs 004-005



Services CLIN 006

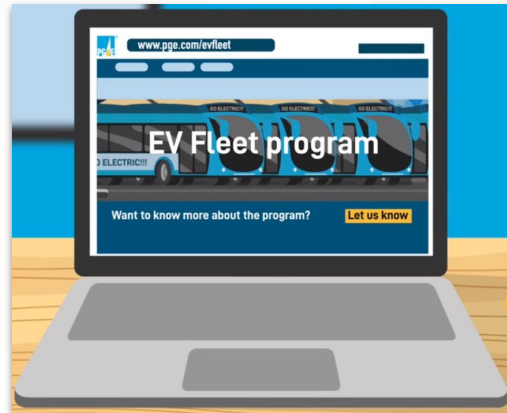
- Activation
- Site Prep
- Permitting
- Consulting
- Basic Install
- Commissioning
- Site Assessment
- Utility Outreach
- Wiring
- And more

Charging as a Service CLINs 002-003

- Assembly
- Activation
- Support
- Data
- Analytics
- Power mgmt
- Monitoring
- Maintenance
- Access control

Considerations: Non-Traditional Funding Opportunities

State/local government and utility incentives



GSA's [ZEV & EVSE Incentives Dashboard for Federal Drivers](#)

DOE's [EV Utility Finder](#)

Leverage Utility agreements



Energy Savings Performance Contracts

EVSE can be included in larger Energy Savings Performance Contracts if:

- ☐ The vendor is agreeable.
- ☐ Project financing can cover the cost within the allowable 25 year term.
- ☐ Agencies should Check with their legal counsel

Takeaways

Expect challenges ahead with limited vehicle availability, model closeouts, and long delivery times

Prepare to be flexible and maintain frequent communication with FSRs and within your agency

Expedite CAM vehicle selections and approvals. First requests/orders in, will have a better chance of being placed

Avoid holding vehicle selections or choosing “Do Not Replace” in anticipation of ZEV Availability

Thank you for attending today's Desktop Workshop

For additional information on this topic contact:

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Looking for more federal fleet training?

- Check out the Federal Fleet Manager Certification Program - www.gsa.gov/ffmcp
- Register for future GSA Fleet Desktop Workshops - gsa.gov/gsa-fleet-training
- View pastDesktop Workshops at <http://bit.ly/DtWRecordings>



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